

Message Text

UNCLASSIFIED

PAGE 01 SYDNEY 01168 100744 Z

13

ACTION COME-00

INFO OCT-01 EA-04 ADP-00 EB-05 RSR-01 RSC-01 (ADP) W

----- 022759

R 100655 Z MAY 73

FM AMCONSUL SYDNEY

TO SECSTATE WASHDC 4488

INFO AMEMBASSY CANBERRA

UNCLAS SYDNEY 1168

FOR COMMERCE

E. O. 11652: N/ A

TAGS: ETRD, AS

SUBJ: OIM TARGET INDUSTRY RESEARCH

PRINTING AND GRAPHIC ARTS (PGA) EQUIPMENT

REF: DEPT A-2658, MARCH 26, 1973

FIVE BIDS SUBJECT STUDY TRANSMITTED SEPERATELY INTERNATIONAL
AIRMAIL. SECOND COPIES UNDER COVER AIRGRAM FOLLOW.
SUMMARY OF BIDS.

1. PEAT, MARWICK, MITCHELL AND CO.

A. COST U. S. DOLLARS 3,500

B. THIRTY- TWO PERSONAL AND THIRTY ONE TELEPHONE
INTERVIEWS.

2. PRICE WATERHOUSE ASSOCIATES

A. COST U. S. DOLLARS 3,995

B. FORTY TWO PERSONAL INTERVIEWS

3. JOHN P. YOUNG AND ASSOCIATES

A. COST U. S. DOLLARS 3,436

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B. AT LEAST THIRTY PERSONAL INTERVIEWS

4. MARTIN J. STONE AND ASSOCIATES

A. COST U. S. DOLLARS 3,300

B. THIRTY PERSONAL INTERVIEWS

5. TAVISTOCK RESEARCH CENTRE

A. COST U. S. DOLLARS 3,200

B. UP TO THIRTY FIVE PERSONAL AND TEN TELEPHONE
INTERVIEWS.

POST RECOMMENDS CONTRACT BE AWARDED EITHER PEAT MARWICK
MITCHELL OR PRICE WATERHOUSE. BELIEVE PMM MERITS PRIMARY
CONSIDERATION IF PRICE IS ERIOUS ELEMENT. HAS REPUTATION
DOING GOOD WORK AND WILL APPROACH IN AGGRESSIVE, COOPERATIVE
MANNER AS HAS BEEN BIDDING UNSUCCESSFULLY ON COMMERCE
SURVEYS FOR SOME TIME. HOWEVER, FOR REASONS OF CONSIDERABLE
EXPERIENCE IN CONDUCTING COMMERCE SURVEYS PLUS EXPERIENCE
OF RESEARCHERS IN FIELD OF PGA EQUIPMENT IT DIFFICULT
OVERLOOK QUALIFICATIONS PRICE WATERHOUSE. COST CONSIDERATION
COULD BE RULING FACTOR. HANNAH

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NMAFVVZCZ

*** Current Handling Restrictions *** n/a

*** Current Classification *** UNCLASSIFIED

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 10 MAY 1973
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973SYDNEY01168
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: n/a
Errors: n/a
Film Number: n/a
From: SYDNEY
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1973/newtext/t19730541/aaaairti.tel
Line Count: 89
Locator: TEXT ON-LINE
Office: ACTION COM
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: DEPT A-2658, MARCH 26, 1973
Review Action: RELEASED, APPROVED
Review Authority: smithrj
Review Comment: n/a
Review Content Flags:
Review Date: 23 OCT 2001
Review Event:
Review Exemptions: n/a
Review History: RELEASED <23-Oct-2001 by cunninfx>; APPROVED <06-Feb-2002 by smithrj>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: <DBA CORRECTED> mcm 980123
Subject: OIM TARGET INDUSTRY RESEARCH PRINTING AND GRAPHIC ARTS (PGA) EQUIPMENT
TAGS: ETRD, AS
To: AMEMBASSY CANBERRA
COME
SECSTATE WASHDC
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005